

ACQUISITION PLANNING



ACQUISITION PLANNING



- **OVERVIEW**
- **REGULATIONS**
- **ACQUISITION PLAN**
- **LIFE CYCLE MANAGEMENT PLAN**

ACQUISITION PLANNING

- **What types of acquisitions require Acquisition Planning?**

Agencies shall perform acquisition planning and conduct market research for all acquisitions in order to promote and provide for --

- Acquisition of commercial items**
- Full and open competition**

FAR 7.102

ACQUISITION PLANNING

- **What is the purpose of Acquisition Planning?**

**Purpose is to ensure that the Gov't
meets its needs in the most
effective, economical, and timely
manner**

FAR 7.102

ACQUISITION PLANNING

- *When should Acquisition Planning begin?*

**Acquisition planning should
begin as soon as the agency
need is identified**

ACQUISITION PLANNING

- ***What *role* does the Contracting Officer and/or buyer play in Acquisition Planning?***

The planner (the designated person or office responsible for a written plan) shall coordinate with and secure concurrence of the contracting officer in all acquisition planning

WRITTEN PLANS



- ***A written Acquisition Plan is required for :***
 - **Development programs \$10M or greater**
 - **Products or services greater than \$50M for all years or \$25M for one year**
 - **Programs designated by department or agency**
 - **DFARS 207.103**

AP Contents (FAR 7.105)



- **What are the major sections in an Acquisition Plan?**
 - **Milestones at which decisions should be made**
 - **Acquisition background & objectives**
 - **Plan of action**
- **Address all technical, business, management, and other significant considerations that will control the acquisition**

ACQUISITION PLAN

Acquisition Background and Objectives

8.0 Acquisition Streamlining

7.0

Risks Trade-Off

5.0 Delivery or

Performance

4.0 Capability or

Performance

3.0 Cost

2.0 Applicable Conditions

**1.0 Program
Description**

(Statement of Need)

**FAR 7.105 &
Sups**

ACQUISITION PLAN

Plan of Action

8.0 Ktr vs Govt Perf

7.0 Priority, Alloc, & Allot

**6.0 Product/Service
Description**

5.0 Budgeting & Fundin

4.0 K

Considerations

3.0 SS Procedures

2.0 Competition

1.0 Sources

16.0 - 21.0 etc.

15.0 Gov't.-furnished Inform

14.0 Gov't.-furnished Prop

13.0 Logistics Considerat

12.0 Test & Evaluation

11.0 Make or Buy

**10.0 Mgt Information
Rqts**

**9.0 Inherently
Govt Functions**

AP Approvals



- **Who approves the Acq Plan?**
 - **ACAT I and II**
 - **Do Not Apply**
 - **ACAT III \geq \$50M**
 - **Senior Center Contracting Officer (SCCO)**
 - **Not Redelegable**

AP Approvals



- **Who approves the Acq Plan?**
 - **ACAT III > \$5.5M to ≤ \$50M**
 - **Chief of Contracting Office (COCO)**
 - **Not Redelegable**

AP Approvals



- **Who approves the Acq Plan?**
 - **ACAT III > \$100K (SAT) to $\leq 5.5\text{M}$**
 - **One Level Above the CO**
 - **Not Redelegable**

Life Cycle Management Plan (LCMP)

- **An integrated document which combines a number of traditional acquisition documents, including the AP, into a single document.**
- **AFFARS 5307.104-91**

LCMP

- **LCMP shall meet the requirements of an acquisition plan as described in FAR.**
- **LCMP Guidance**
 - **AFMC FAR Part 7 Rewrite, 1 Nov 2007**
 - **Acquisition Memo, 3 Mar 2005, Mr. Teets**
 - **Air Force LCMP Guide**
 - **AFI 63-101**

LCMP

Product Support

**Concept
Test Approach**

Cost/Performance Manage

Risk

Management

Business Strategy

Program Management

Program Summary

Mission/Requireme

Executive Summary

WRITTEN PLANS

- **When is a Life Cycle Management Plan (LCMP) required?**
 - **A LCMP shall be prepared for all ACAT I and II programs**
 - **ACAT III**
 - **LCMP at the discretion of MDA; at a minimum an AP is required**
- (AFFARS 5307.104-91)**

LCMP Approvals



- **Who approves the LCMP?**
 - **ACAT ID and IAM**
 - **Senior Acquisition Executive (SAE)**
 - **Requires OSD Approval of the Acquisition Strategy Document (Part of the LCMP)**
 - **Not Redelegable**

LCMP Approvals



- **Who approves the LCMP?**
 - **ACAT IC and IAC**
 - **MDA**
 - **Redelegable**
 - **PEO**
 - **Acquisition Deputy**

LCMP Approvals



- **Who approves the LCMP?**
 - **ACAT II**
 - **MDA**
 - **Redelegable**
 - **PEO**
 - **Acquisition Deputy**

LCMP Approvals



- **Who approves the LCMP?**
 - **ACAT III**
 - **MDA**
 - **Redelegable**
 - **PEO**
 - **Acquisition Deputy**

LCMP Approval Summary

- **Who approves ACAT I, II, and III LCMPs?**
 - **ACAT ID and IAM**
 - **SAE (Not Redelegable)**
 - **ACAT IC, IAC, II, III**
 - **MDA (Redelegable)**

ACQUISITION PLANNING GUIDES

- **AP Preparation Guide and Template**
 - <https://www.afmc-mil.wpafb.af.mil/HQ-AFMC/PK/pkp/polvault/guides/apg&t.doc>
- **Air Force LCMP Guide**
 - <http://www.safaq.hq.af.mil/contracting/affars/5307/library-5307.html>

Questions?

